

**Subject:** RE: Insurance

**From:** Robert Buente </O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=C7B1814176124B59B21D8FDA30E507D8-BBUENTE>

**Date:** 04/24/2018 12:58 PM

**To:** Ellen Riotto <ellen@southpark.la>

Ellen :

I can't find their rating. I'd call or email the broker and ask him/her.

Robert Buente

President/CEO

1010 Development Corporation

1001 South Hope Street

Los Angeles, CA 90015

213-749-0214 x202

[bbuente@1010dev.org](mailto:bbuente@1010dev.org)

From: Ellen Riotto <[ellen@southpark.la](mailto:ellen@southpark.la)>

Sent: Tuesday, April 24, 2018 12:35 PM

To: Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org)>

Subject: Re: Insurance

This is what I found

<http://ratings.ambest.com/PrintProfile.aspx?ambnum=2468&URatingId=1813471&bl=64&AltSrc=1&PPP=&AltNum=0&Ext User=&Ext Misc=&Portal=0&Site=>

I **\*think\*** this looks OK, but would appreciate your input.

From: Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>> >

Date: Tuesday, April 24, 2018 at 12:18 PM

RE: Insurance

To: Ellen Riotto <[ellen@southpark.la](mailto:ellen@southpark.la) <<mailto:ellen@southpark.la>> >  
Subject: RE: Insurance

Did you check on Wesco's ratings?

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From: Ellen Riotto <[ellen@southpark.la](mailto:ellen@southpark.la) <<mailto:ellen@southpark.la>> >  
Sent: Tuesday, April 24, 2018 12:03 PM  
To: Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>> >; Channing Henry  
<[channing.henry@gmail.com](mailto:channing.henry@gmail.com) <<mailto:channing.henry@gmail.com>> >  
Cc: Robin Bieker <[robin@biekerco.com](mailto:robin@biekerco.com) <<mailto:robin@biekerco.com>> >; Daniel Taban  
<[daniel@jadeent.com](mailto:daniel@jadeent.com) <<mailto:daniel@jadeent.com>> >  
Subject: Re: Insurance

Thanks for jumping on this so quickly. I'm going to move forward with HUB.

Also, I'm extending an offer today for Katie's replacement. The salary range I gave to the recruitment agency was \$60-\$65, based on experience. I interviewed four highly qualified candidates. The woman I'd like to bring on stood out for being sharp, dynamic, proficient, personable, and detail-oriented. I have no doubt that she will master the role in a couple months, and her curiosity and drive will allow her to grow into other areas of the BID operations. Her resume is attached if you're interested. I will let you know how this progresses.

From: Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>> >

RE: Insurance

Date: Tuesday, April 24, 2018 at 11:54 AM

To: Ellen Riotto <[ellen@southpark.la](mailto:ellen@southpark.la) <<mailto:ellen@southpark.la>> >, Channing Henry <[channing.henry@gmail.com](mailto:channing.henry@gmail.com) <<mailto:channing.henry@gmail.com>> >

Cc: Robin Bieker <[robin@biekerco.com](mailto:robin@biekerco.com) <<mailto:robin@biekerco.com>> >, Daniel Taban <[daniel@jadeent.com](mailto:daniel@jadeent.com) <<mailto:daniel@jadeent.com>> >

Subject: RE: Insurance

Channing...I thought the same thing. That said Arroyo has always been one of the more spendy brokers for non profit insurance. HUB is pricing us as a non profit while it appears Arroyo has been pricing us as a service contractor that happens to be a non profit. I'm not sure that gives us "better" coverage but it certainly saves us a lot of money

Robert Buente

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[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>>

From: Ellen Riotto <[ellen@southpark.la](mailto:ellen@southpark.la) <<mailto:ellen@southpark.la>> >

Sent: Tuesday, April 24, 2018 11:30 AM

To: Channing Henry <[channing.henry@gmail.com](mailto:channing.henry@gmail.com) <<mailto:channing.henry@gmail.com>> >

Cc: Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>> >; Robin Bieker <[robin@biekerco.com](mailto:robin@biekerco.com) <<mailto:robin@biekerco.com>> >; Daniel Taban <[daniel@jadeent.com](mailto:daniel@jadeent.com) <<mailto:daniel@jadeent.com>> >

Subject: Re: Insurance

Yes. The limits are either the same or higher. I'm baffled that we've been paying so much for so long.

Ellen Riotto

Executive Director

South Park BID

1100 S Flower St, #3400, Los Angeles, CA 90015 <x-apple-data-detectors://0/1>

o. 213-663-1112 <tel:213-663-1112>

RE: Insurance

24/7 <x-apple-data-detectors://1> : 866-560-9346 <tel:866-560-9346>

Sent from my iPhone

On Apr 24, 2018, at 11:28 AM, Channing Henry <[channing.henry@gmail.com](mailto:channing.henry@gmail.com)> <<mailto:channing.henry@gmail.com>> > wrote:

It's an alarmingly big difference. Do you feel comfortable with the level of coverage with HUB relative to Arroyo given that?

Channing Elise Henry  
Alma Development and Advisory  
[channing@almadevelopment.com](mailto:channing@almadevelopment.com) <<mailto:channing@almadevelopment.com>>  
917-270-3140

On Apr 24, 2018, at 10:50 AM, Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org)> <<mailto:bbuente@1010dev.org>> > wrote:

I just revisited HUB's site and they have many many business lines they insure...not just entertainment

Robert Buente  
President/CEO  
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Los Angeles, CA 90015  
  
213-749-0214 x202

[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>>

From: Ellen Riotto <[ellen@southpark.la](mailto:ellen@southpark.la)> <<mailto:ellen@southpark.la>> >  
Sent: Tuesday, April 24, 2018 10:30 AM

To: Robert Buente <[bbuente@1010dev.org](mailto:bbuente@1010dev.org) <<mailto:bbuente@1010dev.org>> >;  
Robin Bieker <[robin@biekerco.com](mailto:robin@biekerco.com) <<mailto:robin@biekerco.com>> >; Daniel Taban  
<[daniel@jadeent.com](mailto:daniel@jadeent.com) <<mailto:daniel@jadeent.com>> >; Channing Henry  
<[channing@almadevelopment.com](mailto:channing@almadevelopment.com) <<mailto:channing@almadevelopment.com>> >  
Subject: Insurance

All,

FYI I'm recommending that we switch insurance brokers. We've been using Arroyo Insurance Services, but I requested a quote from another broker (HUB) and here's the premium breakdown:

Coverage

Arroyo

HUB

General Liability

\$22,406.78

\$3,698.00

Excess Liability

\$15,164.21

\$8,500.00

Commercial Property

\$1,930.00

\$1,225.00

Workers' Comp

\$8,303.00

\$2,253.00

Cyber Liability

NA

\$95.00

Dir. & Officers

\$1,995.00

\$1,995.00

\$49,798.99

\$17,766.00

Detailed proposals are attached. You'll see in most cases, HUB has higher limits.

Unless I hear concerns from you, I'm going to move forward with HUB. I'd like to let them know by EOD today if possible.

Thanks,

Ellen

Ellen Riotto

Executive Director

<image001.png>

South Park Business Improvement District

1100 S Flower St, Suite #3400, Los Angeles, CA 90015

[ellen@southpark.la](mailto:ellen@southpark.la) <<mailto:ellen@southpark.la>> | o. 213 663 1112

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